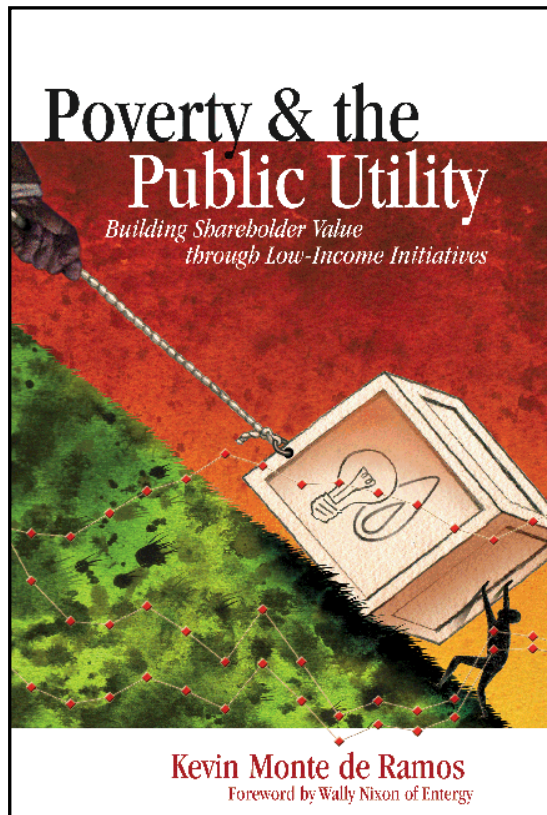


Low Income Energy Efficiency Symposium

Panel I: The Many Stakeholder Roles

“The evolution of stakeholder interests”

Available at Amazon.com



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June 8, 2006

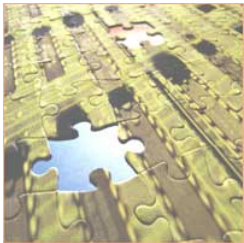


KMDR Research, Inc.

A Think Tank on Poverty and the Public Utility



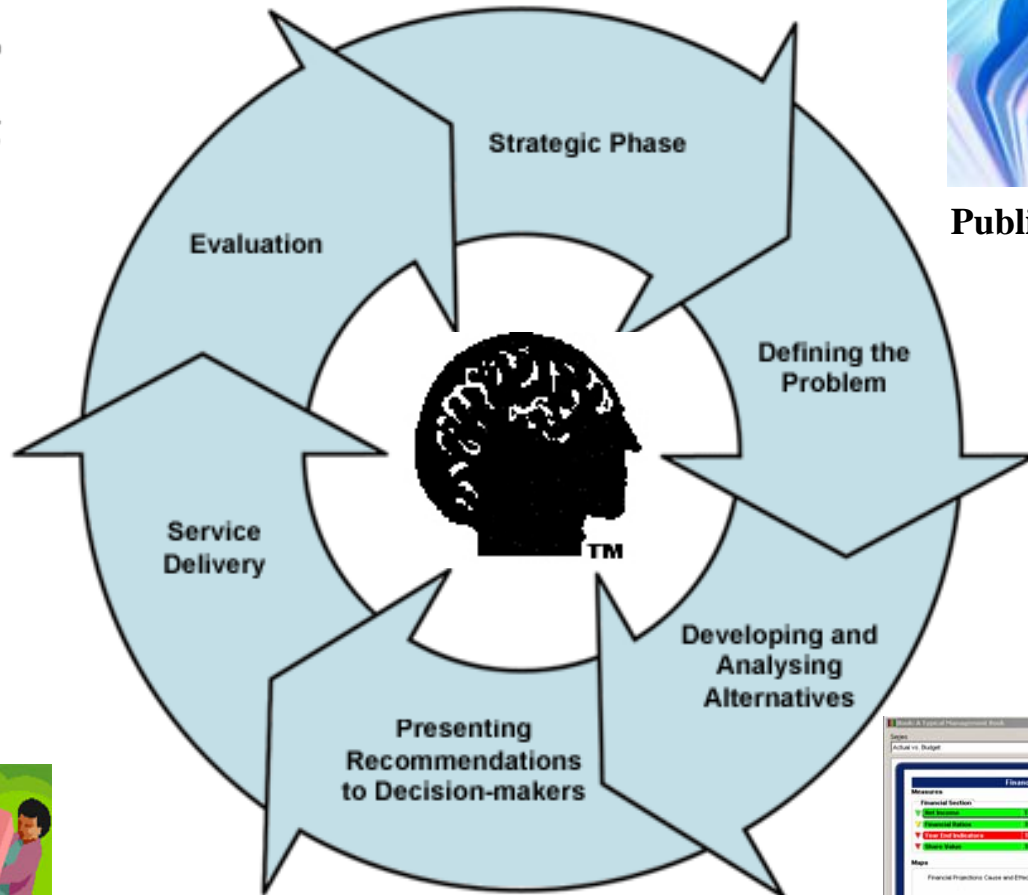
Program Evaluation



Infrastructure Development



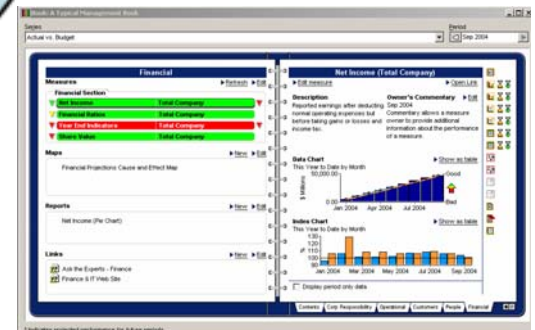
Collaborative Strategic Planning



Public Policy Analysis



Process Assessment



Performance Management

The Belly and the Body

The Body rebelled against the Belly, and said, 'Why should we be perpetually engaged in administering to your wants, while you do nothing but take your rest, and enjoy yourself in luxury and self-indulgence?' The Body carried out their resolve and refused their assistance to the Belly. The whole Body quickly became debilitated, and the hands, feet, mouth, and eyes, only when too late, repented of their folly.

Aesop's 70th Fable

The Evolution of Stakeholder Interests

- Consumer needs-based justification
- Regulatory C/B tests led to “net-back” calculations
- Utility management focus on “goodwill”
- Shareholder interest in the bottom line
- NERC – “LIEE could extend the life of the system where load-dependent vulnerabilities overlap areas of poverty.”